

# The Institute of Scrap Recycling Industries



–the trade association of the *scrap processing and recycling industry.*

# Scrap Electronic Recycling Business Development

- Do Your Homework
- Define Your Niche
- Facility Selection
- Locate & Secure Your Supply
- Develop Strategic Partnerships
- Advocacy/Networking



# Do Your Homework

- Know the Scrap Industry
- Commodity Markets
- How are you going to get paid?
  - Value Streams
  - Locate Buyers & Sellers
- Understand Challenges
  - Regulations/Permits
  - Customer Expectations
- Unique Attributes of Location
  - Infrastructure
  - Existing Industry





# Do Your Homework

- Cell Phones – up to 10 opt gold (without batteries) and some palladium value as well
- PCs – circuit boards in PCs contain 5-10 opt gold but they account for only 5-10% of the weight of the whole unit so the whole unit contains only 0.25 – 1 opt gold-residual copper value can be found in power supplies and depending on the age of the unit, there may be recoverable amounts of steel and aluminum in the chasis



# Find Your Niche

- **Collection**
- **Transportation**
- **Service**
- **Processor**
- **Broker**
- **Policy Maker/Consultant**



# Find Your Niche

## 1 ASSET REMOVAL & LOGISTICS



- Audit
- Pack
- Planning

## 2 PICKUP, SORTING, & DATA DESTRUCTION



- Data destruction
- Sort and Refurbishment
- Reporting

## 3 RECYCLING OPTIONS

Reuse/Resale

Process

Recovery

Disposal

# Mechanical Processing





# Manual Processing





**This is what we  
must discourage...**





# Facility Selection

## Transportation needs

- Rail can reduce freight costs by 25%.
- Proximity to interstate and airports.
- Survey freight providers.
- Evaluate shipping container options.

## Local Regulations

- Zoning
- Permits

## Equipment Needs

- Power-
- Covered and Concrete
- Loading Docks

## Output Vendors Proximity

- Recycler/Smelter Proximity
- Ports
- Hazardous waste
- Develop a Volumes vs. Proximity Matrix





# Locate & Secure Contracts & Supply

- **Business to Business**
- **Consumers**
- **Retailers**
- **Collection**



# Customer Expectations

- Reduce Risks & Costs
- Certified EH&S (e.g. ISO,RIOS)
- Data & Facility Security
- Transparent Downstream Due Diligence
- Legal Compliance (US and Foreign)
- No Prison Labor
- Sustained Compliance/ Audit
- Accountability



# Develop Strategic Partnerships

- **Businesses/Other Recyclers**
- **Consumers**
- **Non-profits**
- **OEMS/Customers**
- **Government**
- **Retailers**

# Advocacy & Networking

- **Develop & Advocate Timely Policy**
- **Advocate for Reasonable and Appropriate Recycling Standards**
- **Build Sustainable Association/  
Business Networks**



# Advocate for Scrap Recycling Policy



“Electronic  
Scrap is not  
Waste...”

...Recycling  
is *not*  
disposal.”

Former ISRI Chair Joel Denbo

U.S. Congress Energy & Commerce Committee  
Washington, DC September 8, 2005

# Advocate for Scrap Recycling Policy



*“As the market grows, demand grows, the value of the commodity grows, and the need to subsidize electronics recycling falls.”*

Former ISRI Chair Joel Denbo

U.S. Congress Energy & Commerce Committee  
Washington, DC September 8, 2005



# Advocate for Scrap Recycling Policy



Former ISRI Chair  
Joel Denbo  
Energy & Commerce  
Committee Washington,  
DC September 8, 2005

*“...not overburdened with regulation;  
that encourages a marketplace economy;  
that protects America’s environment; &  
that supports our national and global economy.”*





**2008 ISRI Convention &  
Exposition**

**The Most-Talked-About  
Show in the Scrap  
Recycling Industry**

**April 6-10, 2008  
Mandalay Bay Resort &  
Casino  
Las Vegas**

**[www.isriconvention.org](http://www.isriconvention.org)**



# **Joint Commission for Environmental Cooperation And U.S./Mexico Border 2012**

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